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SOLICITATION TITLE:	VERSATA SOFTWARE							
	AND SERVICES							
SERIAL NUMBER:	04082-C							
OPENING DATE:	1-Jun-04							
BUYER:	CORRY SLAMA							
TELEPHONE:	506-3454							
SERIAL 04082-C								
PRICING SHEET C70-35-04; B	0700122; NIGP 208-67							
BIDDER NAME:	Versata, Inc.							
BIDDER ADDRESS:	300 Lakeside Drive, Suite 1500 Oakland,	CA 94612						
P.O. ADDRESS:								
BIDDER PHONE #:	805-988-7632							
BIDDER FAX #:	805-988-8873							
COMPANY WEB SITE:	www.versata.com							
COMPANY CONTACT (REP):	Ron Kaplan							
E-MAIL ADDRESS (REP):	ronk@versata.com							
E IIII IIE ADDINEGO (INET ).	Torin & vorsata.com							
WILLING TO ACCEPT FLITLIB	SOLICITATIONS VIA EMAIL: YES							
WILLING TO ACCEPT FOTOK	SOCIOTATIONS VIA EWAIL. 1ES							
WILL VOLID FIDM ACCEPT A	PROCUREMENT CARD FOR INVOICE PAY	MENTO NO						
WILL YOUR FIRM ACCEPT A	PROCUREMENT CARD FOR INVOICE PAY	MENT? NO						
IEVES MANY THE SOUNTY T	LICE A DIVIANITA OF OF DIOCOUNTY OFFED	ED DV VOUD FIRM IN THE D	D /DED					
	KE ADVANTAGE OF DISCOUNTS OFFER		D/RFP					
WHEN PAYING WITH A PROC	UREMENT CARD? YES NO							
INTERNET ORDERING CAPAI	BILITY: NO % DISCOUNT							
OTHER GOV'T. AGENCIES MA	AY USE THIS CONTRACT: YES - only State	of Arizona and other agencies,	cities and cour	ties within Arizona				
	REQUIRED TO PICK ONE OF THE FOLLO	OWING.						
TERMS WILL BE CONSIDERE								
	M WILL RESULT IN A DEFAULT TO NET 30	).						
BIDDER MUST INITIAL THE SI	ELECTION BELOW.							
NET 10								
NET 15								
NET 20								
NET 30	XXXX							
NET 45								
NET 60								
NET 90								
2% 10 DAYS NET 30								
1% 10 DAYS NET 30								
2% 30 DAYS NET 31								
1% 30 DAYS NET 31								
5% 30 DAYS NET 31							-	
5/0 30 DATS NET 31								
INDICATE DEPOENTAGE OF	M/WBE PARTICIPATION IF ANY HERE:	%						
INDICATE FERCENTAGE OF	VI/VVDL FARTICIFATION IF ANT HERE:	/0					-	
DI FACE INDICATE LICHANOL	LIEADD ADOLIT THIS COLICITATION							
	HEARD ABOUT THIS SOLICITATION:							
NEWSPAPER ADVERT								
MARICOPA COUNTY V								
XX PRE-SOLICITATION NO								
OTHER (PLEASE SPEC	TEV)					1		

ALL LICENSES ARE TO BE I	PRIC	ED PER CPU								
1.0 PRICING:										
	PR	CES VALID THROUGH DECEMBER 31	, 2004							
ITEM DESCRIPTION		PRICE								
Versata Logic Transaction En	gine									
Production and hot backup		22,500								
Warm backup		11,250								
Cold backup		6,000								
Development, test and QA		17,500								
Optional embedded App Serv	er (C	ORBA or JBOSS) 5,000								
Versata Transaction Logic Stu	udio l	icense: 2,400								
For licenses purchased from	Vers	ata: Yearly Cost for Technical Support an	Production and hot backup	Warm Back Up	Cold backUp	Develpmnt, test ar	nd QA Optional	C(Studio		
Versata provides one line line	item	for BOTH Technical Support and Upgrad	des							
Gold Level Technical Support	@2	25%	5,625.00	2,812.50		1,500.00	4,375.00 1,250.0	0 600		
Service Calls			150./hr	150./hr	150./hr	150./hr	150./hr	150./hr		
(plus travel and expense)										
	(sı	pport and upgrade fees subject to annua	I increases of no more than 5%	per year)						
	PR	CES VALID AFTER DECEMBER 31, 200	04							
ITEM DESCRIPTION		PRICE								
Versata Logic Transaction En	gine									
Production and hot backup		27,000								
Warm backup		13,500								
Cold backup		7,200								
Development, test and QA		21,000								
Optional embedded App Serv	er (C	ORBA or JBOSS) 6,000								
Versata Transaction Logic Stu	udio I	icense: 2,400								
For licenses purchased from '	Versa	ta: Yearly Cost for Technical Support and	Production and hot backup	Warm Back Up	Cold backUp	Develpmnt, test ar	nd QA Optional	C(Studio		
	$\prod$								-	
Versata provides one line iter	m for	BOTH Technical Support and Upgrades								
				0.075.00			4 500 6	0 600		
Gold Level Technical Support	@2	25%	6,750.00	3,375.00		1,800.00	5,250.00 1,500.0	000		
Gold Level Technical Support	@2	5%	6,750.00	3,375.00		1,800.00	5,250.00 1,500.0	000		
Gold Level Technical Support Service Calls	i @2		6,750.00 150./hr	3,375.00 150./hr	150./hr	1,800.00 5	150./hr	150./hr		
	@2									

Volume License Discount	Any individual order in excess of \$	250,000 in	license fees (not support) will qualify for an addition	nal 20% discount on both softv	ware license and support fee	s on that orde	r.		
	(support and upgrade fees subject	t to annua	al increases of no more than 5% per year)						
	SUPPORT FOR TRANSFERRED								
For Licenses purchased from IE	BM: Yearly Cost for Technical Sup	port and	Software Upgrades for Versata Transaction Eng	gine:					
Versata provides one line line it	em for BOTH Technical Support a	nd Upgra	ades						
The LOWER of either (a) \$0.00	0 per Conver and \$1 150 per Stud	o or (b) T	The emount contracted for enough maintanenes	from IDM					
The LOWER of either (a) \$9,00	b per Server and \$1,150 per Stud	0 01 (0) 1	The amount contracted for annual maintenance	IIUIII IDIVI					
Service Calls					150./hr	150./hr			
(plus travel and expense)									
,,	(support and upgrade fees subject	t to annua	al increases of no more than 5% per year)						
ANNARD MARE TO COLE DEC	DONON/E/DEODONOIDI E DIDDE	DMEET	NO OPECIFICATIONS						
	PONSIVE/RESPONSIBLE BIDDE	RMEEII	ING SPECIFICATIONS						
IN ACCORDANCE WITH PARA	AGRAPH MC1-325.								
VERSATA INC IS THE SOLE	RESPONSIVE/RESPONSIBLE B	DDER A	ND IS						
THEREFORE THE AWARDEE		DDLIX, F				1			